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DETROIT

A National Newspaper for Every Branch of the Industry

Automotive Daily News

PASSENGER TRUCK TIRES TRACTOR ACCESSORIES

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AUGUST OUTPUT OF TRUCK RIMS GAINS 10%; TOTAL OF ALL TYPES IN 8 MONTHS DROPS

By HAROLD G. McCOY

CLEVELAND, Sept. 15.—A marked increase in production of truck rims, both in the 20 and 24 inch sizes, apparently indicating heavy buying of commercial cars, features the monthly report of the Tire and Rim Association of America, issued here today.

The increase was most pronounced in the 24-inch size, production for August being 13,363, as against 8,051 for the same period last year. Production of the 20-inch sizes totaled 142,571, as against 133,066 in August, 1926, a rise of slightly less than 10 per cent. In addition there was production of 536 of the new 22-inch truck rims in the 36x7 and 38x8 sizes.

Total truck rim production for the eight months follows:—

	1927	1926
20-inch	1,301,476	772,242
22-inch	1,502	1,186
24-inch	88,225	112,613
Totals	1,391,203	886,041

Total rim production for August was 1,825,905, as against 2,378,850 for August, 1926, while total production for the eight months of 1927 has been 14,926,999, as against 17,697,955 for the same period in 1926.

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CZECHS TO LIMIT IMPORTS

Prague, Sept. 15.—The Czecho-Slovakian government is apparently determined to limit automobile imports although the market is booming. Domestic industries, with 50 per cent. greater production this year over last year, are sold out and planning double production for 1928.

Hudson Production Equals All of 1926

Detroit, Sept. 15.—With its production for the year near the quarter million mark, the Hudson Motor Car Company already has manufactured more Hudson and Essex cars in 1927 than in the entire 1926 season. The 250,000th six-cylinder car for the year will be turned out in the next few days.

GLANCY STRESSES SERVICE AT OHIO N. A. D. A. MEETING

Resolutions for Excise Tax Repeal Are Adopted

CLEVELAND, O., Sept. 15.—Service and the necessity of having an accounting system in order to attain success were stressed before 500 members of the Ohio council of the National Automobile Dealers' Association at the annual banquet last evening by A. R. Glancy, president of the Oakland Motor Car Company.

A. R. Glancy

"We must have 100 per cent. service for the customers," he declared, "and this is going to be the major development in the automotive industry for the future. Instead of a dealer saying, 'I have a car which can go 100 miles an hour,' he must give service.

"Secondly, the dealers should have an accounting system. To my mind, that is one of the crying needs of the retail side of this business. A financial statement is not a necessary evil demanded by your banker. It is a chart by which you should navigate your business, and how smooth the sailing would be if every dealer in the United States had before him a monthly

(Continued on Page 2)

Many Parts Manufacturers Selling Aviation Industry, N. S. P. A. Reports, And Others Plan to Tap New Market

Detroit, Sept. 15.—Many of the manufacturer members of the National Standard Parts Association are now supplying parts to airplane manufacturers and to the government for original equipment, a number are supplying replacement items to planes in service and practically all, if not already active, are laying plans for serving the commercial aviation industry.

This is disclosed, it was announced today by the N. S. P. A., through replies to an aviation questionnaire recently sent by E. P. Chalfant, executive vice-president of the association, to the manufacturer members.

Laminated Shims

For example, the Laminated Shim Company, J. C. Yordon, assistant

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FEDERAL TRUCK SALES IN JULY, AUGUST, GAIN

Detroit, Sept. 15.—The Federal Motor Truck Company shipped 1,194 trucks in July and August of this year, compared with 1,090 in corresponding months of 1926. Sales volume for July and August increased to $2,052,000 from $1,784,000 for similar period last year. A corresponding gain in earnings is expected.

CHARTER PRIVATE CARS

Detroit, Sept. 15.—The Chicago division of the National Standard Parts Association has chartered several private cars for attending the N. S. P. A. convention in Cleveland, November 14-18.

Equipment Men See Big Sales in Fall and Urge 'Full Speed Ahead'

Expositions and Conventions Mark National Metal Week Opening on Monday in Detroit and Cleveland

DETROIT, Sept. 15.—The importance of automotive manufacturers to the American steel, metal and machine-tool industries is strikingly attested by the selection of this city for the scene of National Metal Week, which opens here Monday.

The week's activities, which will run through Friday, include the ninth annual steel and machine tool exposition and meetings of the American Society for Steel Treating, the American Welding Society, and the metals division of the American Institute of Mining and Metallurgical Engineering.

At the same time there will be held in Cleveland the National Machine Tool Builders' Exposition.

The Society of Automotive Engineers, assembled for its production meeting, will divide its time between both cities, opening its sessions in Cleveland on Monday and going Tuesday night by boat to Detroit to conclude its meeting there Wednesday and Thursday.

National Metal Week will focus the attention of America upon the several industries which the aforenamed organizations serve. As was meet, each of the societies and expositions has devised a program offering a vast amount of information to those interested in the engineer-

(Continued on Page 8)

M. A. M. A. OFFERS NEW TRADE RULES

Definite Deliveries on Schedule Urged For Industry

Special from A. D. N. Detroit Bureau

Detroit, Sept. 15.—At the general meeting of the Motor and Accessories Manufacturers' Association here today, M. L. Heminway, president, presented the association's official recommendations on "Equitable Conditions of Sale and Delivery in the Automotive Industry." These recommendations, the result of the careful investigation conducted by the association, are recommended to makers of units, parts, accessories and kindred products.

M. L. Heminway

The association is in the second day of its three-day conference at the Book Cadillac Hotel, yesterday's session being given over to consolidated meetings of the association's various credit

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AUTOMOTIVE ASSOCIATION OF PENNSYLVANIA TO HOLD CONVENTION NEXT WEEK

Johnstown, Pa., Sept. 15.—Program arrangements for the annual convention of the Pennsylvania Automotive Association, which will be held here next Monday and Tuesday, have been completed with every prospect of interesting developments at every session, according to Claude S. Klugh, association manager.

Charles M. Schwab will be one of the speakers at the convention banquet. Another prominent speaker for this occasion will be Charles F. Kettering, director of the General Motors research laboratories.

Among the topics to be discussed will be used cars, sales, finance, shop, flat rates, piece work and other problems confronting the industry today. A golf championship tournament will be played on Tuesday.

Booster Presidents of A. E. A. Cheered by Trade Surveys

By WALTER BERMINGHAM

CHICAGO, Sept. 15.—"Full Speed Ahead!" in anticipation of an increased volume of business is the opinion of Booster presidents of the Automotive Equipment Association as they survey the trade outlook for the coming autumn and early winter.

Reduced to the final analysis, reports received at A. E. A. headquarters here indicate that:—

"The industry may expect improvement in credit conditions.

"And the margin of profit will depend, as usual, on the quality of business management."

Men of the automotive industry are no less optimistic than those in other fundamental industries of the country. In banking circles the same views are held as those entertained by the Booster presidents.

George C. Kaestner, writing from Montreal, states that "the fall and winter outlook was never better, the crop reports are very favorable throughout Canada and credit conditions are quite satisfactory.

"We look forward to better business this winter and next spring than the 1926-1927 periods. We base our confidence on the excellent con-

(Continued on Page 2)

Rubber Imports for Eight Months Show 10 P. C. Gain

NEW YORK, Sept. 15.—Importations of crude rubber into the United States for the eight months ended August 31 amounted to 298,585 tons, an increase over the same period of last year of 26,892 tons, according to the report of the Rubber Association of America, Inc.

The figures for August also indicate the increased activity within the industry, the total importations for the month amounting to 33,068 tons, as against 25,969 for August of last year, a gain of 7,099 tons.

Arrivals during the month at Atlantic ports totaled 39,662 tons, as follows: New York, 27,327 tons; Baltimore, 1,185 tons; Philadelphia, 1,115 tons, and Boston, 1,035 tons.

Arrivals for the month at Pacific

(Continued on Page 8)

Ford Buys Huge Rubber Plantation

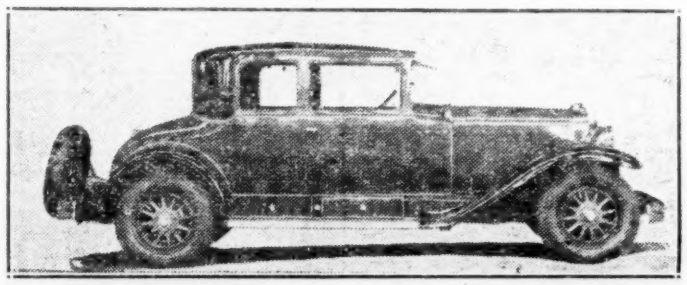
New York, Sept. 15.—It is reported that Henry Ford has just bought 1,200,000 acres in Para, Brazil, for $42,000,000 from an American holding that concession, and intends to develop the land into a rubber plantation. Further purchase of 2,800,000 acres is said to be expected in the near future.

A recent report in a Brazilian paper foreshadowed this deal and said that Mr. Ford will employ, in connection with this plantation work, 50,000 laborers in Tapajez and that he intends building a 1,000-mile railroad connecting Santarem (Para) to Cuyaba (Matto Grosso).

OPPOSES EXCISE TAX

Newark, N. J., Sept. 15.—The Newark Automobile Trade Association has announced through its manager, Claude E. Holgate, that it is opposed to the continuance of the automobile excise tax and will vigorously support the movement to repeal the levy when Congress meets.

CADILLAC FIVE-PASSENGER COUPE, built by Fisher, recently announced, is a roomy car with wide doors, large rear deck, including a spacious luggage compartment, and fine appointments. The coupe shows the characteristic outline of the new Cadillac line.



Booster Presidents See Equipment Sales Gains

(Continued from page 1)

ditions in the country, not only in the industrial but also in the agricultural departments.

Ben M. Asch, reporting from New York city, gives a brief but vivid picture of a bright outlook. He says: "Tone — optimistic. Marvelous weather over the holidays has brought in plenty of cash to the dealers, enabling them to pay the jobber and getting the jobber, as a result, to extend further credit. Prospects for fall business in this territory depend only on the weather."

Covering a wide area along the Atlantic seaboard, Marbury B. Fox of Baltimore writes that "business in the Middle Atlantic states and in the District of Columbia is running about normal, and shows a fair increase. Business conditions in Virginia and North and South Carolina look better for the coming fall than they have in years. There is a good cotton crop, and it is bringing a record price for this time of year. The tobacco crop is very good, and it is averaging 4 cents a pound more this year than it did last year, although last year's prices were considered very good. The peanut crip is also very good, and the corn is the best that I have ever seen in that country."

The relation of the tobacco crop to automotive prosperity is further emphasized by the report of Ira Bernstein from Atlanta, who states that "South Georgia has a $20,000,000 tobacco crop this year, which is indeed promising in view of the fact that it is only the fourth year in raising tobacco down there.

"Cotton shows a marked increase in an upward trend—the pecan crop is short, but prices will reflect it—new car sales are improving steadily—credit conditions are also improving—the jobbing trade is very optimistic for a successful and profitable fall and winter business."

Although it is to be expected that a gray spot might exist in the flood ridden districts of the Mississippi Valley, reports from that area indicate a tone of courage, determination and energetic effort to recover the lost progress which normally would otherwise have visited the southern district.

It is encouraging, however, to ponder the report of Jack T. Hughes of St. Louis, who says that "every one feels very good regarding business conditions and business is getting better every week now, it seems. While I believe our showing in this territory this year is not going to be as good as last year, what with the coal strike and the floods to battle, still the boys are pepped up and working hard to make the last quarter of the year a record-breaker."

Progress in the West

Progress is reported from the Great Lakes states and from there westward across the Rockies to the Pacific Coast. From this city, Bert G. Cochrane reports: "During the last thirty days business has been remarkably brisk. A greater tendency has been shown to place fair stock orders, rather than the hand-to-mouth variety, which marked the doubtful lattiutde of many buyers. While no bumper crops have been reported generally, the harvests in the territory we serve were good enough to create an optimistic viewpoint all the way down the line. Unless an unusually severe winter is ahead, there is no reason why the automotive industry, as a whole, should not exceed all previous records."

"I firmly believe," writes W. E. Washburn, Jr., from Cleveland, "that the jobber, who has his men on their toes using the law of averages on calls and not wasting their time on dealers who sing the 'blues,' is getting the business. Race tracks, ball parks, and golf links, are slowing down many a jobber's salesman in the summer months when he should be reaping his harvest."

A report from International President J. P. Whitaker of Kansas City has a logic of experience to support it. "I believe," he states, summarizing the results of a two months' tour of the entire West, "that if the jobbers and manufacturers would spend as much time in boosting business, as they are in condemning business, it would not be necessary for them to cry about the volume of business that they are obtaining. A lot of the jobbers have taken on other lines which have divided their sales effort and yet they expect to maintain an increased volume of business on accessory lines, when they are devoting a large portion of their time to other lines foreign to the automotive field."

OUTPUT OF TRUCK RIMS GAINS 10%

(Continued from page 1)

The production totals in the various sizes were:—

	August, 1927	August, 1926
Motorcycle—		
24x3	3,605	1,761
26x3	5,684	8,616
28x3	219	.....
Clinchers—		
30x3½	161,769	169,462
31x4	.....	2,550
18-inch Balloons—		
26x4	47,974	26,907
27x4½	1,903	2,776
19-inch Balloons—		
26x3½	44,749	64,010
27x4	166,320	.....
28x4½	56,523	.....
29x5	25	.....
20-inch Balloons—		
27x3½	78,189	186
28x4	295,069	226,609
29x4½	48,569	15,675
30x5	67,026	13,628
32x6	10,845	.....
21-inch Balloons—		
28x3½	437,609	987,323
29x4	89,614	351,453
30x4½	116,546	267,378
31x5	2,012	34,771
33x6	1,872	24,012
22-inch Balloons—		
29x3½	.....	294
30x4	956	1,790
31x4½	1,727	5,328
High Pressure—		
30x3½	5,659	13,858
32x4½	10,662	25,415
32x4	12,746	22,663
32x4½	465	225
32x3½	282	3,412
33x4	2,024	2,435
34x4½	1,818	5,081
20-inch Truck—		
30x5	114,726	139,145
32x6	20,909	14,283
34x7	5,888	7,560
36x8	1,049	1,944
40x10	5	64
22-inch Truck—		
36x7	506	.....
38x8	30	.....
24-inch Truck—		
34x 5	1,587	2,071
36x 6	6,859	3,541
38x 7	1,921	1,236
40x8	2,956	951
44x10	.....	298

Eight months' production totals are:—

	1927	1926
Motorcycle—		
24x3	17,036	18,118
26x3	33,227	63,767
28x3	2,251	2,952
Clinchers—		
30x3	.....	2,302
30x3½	779,062	2,050,121
31x4	13,569	33,016
18-inch Balloons—		
25x3½-18	100	722
26x4 -18	602,563	21,067
27x4½-18	25,291	2,887
28x5 -18	242	.....
19-inch Balloons—		
26x3½-19	470,941	186,682
27x4 -19	680,438	92
28x4½-19	345,149	.....
29x5 -19	1,689	.....
20-inch Balloons—		
27x3½-20	185,766	4,041
28x4 -20	2,189,215	2,944,711
29x4½-20	311,611	284,773
30x5 -20	267,031	196,416
32x6 -20	22,511	.....
21-inch Balloons—		
28x3½-21	4,671,133	7,325,215
29x4 -21	1,523,486	1,421,060
30x4½-21	886,749	1,185,584
31x5 -21	102,766	217,457
33x6 -21	36,902	98,114
22-inch Balloons—		
29x3½-22	146	294
30x4 -22	5,811	7,890
31x4½-22	7,812	29,434
High Pressure—		
30x3½-23	75,923	111,625
31x4 -23	4,689	16,503
32x4½-23	129,558	311,310
32x4 -24	165,282	138,293
33x4½-24	1,346	1,019
35x3½-25	7,152	8,564
33x4 -25	5,527	11,000
34x4½-25	14,104	22,895
34x4 -26	.....	54
20-inch Truck—		
30x5 -20	1,065,559	588,047
32x6 -20	171,616	141,074
34x7 -20	48,645	35,049
36x8 -20	15,350	7,604
40x10-20	906	468
22-inch Truck—		
36x7-22	1,372	1,186
38x8-22	20	.....
24-inch Truck—		
34x5 -24	26,675	36,334
36x6 -24	33,755	55,633
38x7 -24	16,286	11,802
40x8 -24	11,205	7,987
44x10-24	304	857

$1595

(CHASSIS F.O.B. DETROIT)

for A TWO-TON TRUCK

with 6 CYLINDER ENGINE

and 4 SPEED TRANSMISSION

and 4 WHEEL BRAKES

(LOCKHEED HYDRAULIC)

This is the lowest price at which a 6-cylinder 2-Ton truck has ever been sold . . . hundreds of dollars lower than any other comparable truck . . . See it . . .

GRAHAM BROTHERS

EVANSVILLE — DETROIT — STOCKTON

A DIVISION OF DODGE BROTHERS, INC.

GRAHAM BROTHERS (CANADA) LIMITED TORONTO, ONTARIO

GRAHAM BROTHERS TRUCKS

Sold and Serviced by Dodge Brothers Dealers Everywhere

Built by Truck Division of Dodge Brothers, Inc.

Excise Repeal Urged at Ohio N. A. D. A. Convention

(Continued from page 1)

financial statement that showed the position of all phases of his business."

Glancy's speech closed the annual banquet of the association.

A request that Ohio members of Congress unite in pressing before the forthcoming session repeal of the automobile excise taxes was made in a resolution presented before the Ohio Council at its business sessions here yesterday.

The resolution, which is to be addressed to each senator and representative individually, demands positive action by the forthcoming session. The resolution was prepared at the annual meeting of the board of governors of the association, held at Hotel Cleveland, Tuesday evening.

The governors also discussed various phases of the industry, and special attention was paid to the plight of Ford dealers, many of which were reported to have had difficulties in weathering the long period prior to delivery of the new models.

Business sessions of the council got under way Wednesday morning, with Warren E. Griffith, Toledo, chairman of the board of governors, in the chair.

J. M. McDonald, service director of the White company, explained methods and short cuts he has instituted in White service departments to speed repairs.

Edward Payton, analyst of the National Automobile Dealers' Association, urged members to make their service and accessory departments produce the 1927 and 1928 profits.

High spots in the industry during the last year were discussed by C. A. Vane, general manager, and he also discussed various methods now in vogue for junking used cars and warned against fake advertising schemes.

G. G. G. Peckham, head of the Ohio-Buick Company and president of the Cleveland Association, presided at the banquet, and Harry T. Gardner, manager of the Cincinnati Association, was toastmaster.

A golf tournament today officially closed the 1927 convention. The 1928 conventon will be held in Cincinnati.

GOODYEAR TORONTO CURB

Toronto, Ontario, Sept. 15.—There were today listed on the Toronto Curb Market 133,300 shares of Goodyear Tire and Rubber Company common stock, no-par value.

Many Makers of Parts Selling Aviation Industry

(Continued from page 1)

general manager, states: "We wish to assure you we have been taking an active part in commercial aviation, having produced shims for aviation motors as far back as 1916."

Norma-Hoffman Bearings

Norma-Hoffman Bearings Corporation, Norman Bell, assistant sales manager, states: "We are manufacturing precision roller bearings for use on aviation crank shafts, special ball bearings for use in super-chargers and also bearings in smaller sizes for delicate and sensitive instruments such as Gyro stabilizers, earth inductor-compasses, etc."

Vellumoid Gaskets

Vellumoid gaskets have been used for a number of years by practically all the leading manufacturers in the aircraft field, according to W. W. Webster, assistant treasurer of the Vellumoid Company.

W. D. Foreman

Dave Rosenbach, sales manager for W. D. Freman, says his company has not made any special campaign for airplane business, but it has made airplane piston pins for replacement purposes and has done well with those lines so far.

Thompson Products

The interest of Thompson Products, Inc., in aviation is clearly evidenced by the recent purchase of a plane by E. G. Thompson, vice-president, for expediting his business travel between Cleveland and Detroit and other cities.

Thompson valves are built into 95 per cent. of American made aero engines, according to Fred Witt, advertising manager of the company. Interest of the Thompson organization in aviation first began back in 1919, when Charles E. Thompson, president, became one of the organizers and the first president of the Glen L. Martin Company, Cleveland airplane builders.

Spencer Smith

Spencer-Smith Machine Company furnished several types of alloy pistons for use in aircraft motors during the war, according to W. McPherson Smith, secretary-treasurer. Since that time it has manufactured, from time to time, pistons for several large companies, for use in several types of government planes. He says that in July it completed a considerable quantity of four different types of pistons for use in airplane motors intended for government use. It is its intention to increase its facilities for the manufacture of pistons for aircraft motors.

Federal-Mogul

David W. Rodger, secretary and director of sales for Federal-Mogul Corporation, states: "The Federal-Mogul Corporation, which at the time of the war was the Muzzy-Lyon Company and Federal Bearing and Bushing Corporation, has been producing since the war practically all the engine bearings used in airplanes powered with Liberty motors which are used in the day and night transcontinental air mail service and also by many independent commercial aviation companies." His company carries a stock of all connecting rod and crankshaft bearings as well as piston pins and other bushings for the Liberty engines, and ships these parts all over the country for replacement.

One of our largest piston ring manufacturers has reported in confidence, the N. S. P. A. states, shipping figures showing the sale of nearly 150,000 rings for use in airplane motors during 1926.

Burgess-Martin

C. M. Burgess, president of Burgess-Norton Manufacturing Company, says his company has furnished replacement piston pins on contract for the army and navy, for some time, as well as the Post Office Aviation Departments and the transcontinental mail planes operating between New York and San Francisco, which use B-N piston pins as standard replacements.

Pyrene Active

From Pyrene Manufacturing Company comes the statement of C. M. Bunnell that his company is very active in the development of fire protection for aircraft.

SRB Bearings

Standard Steel and Bearings, Inc., makers of SRB products, supplies ball bearings to the Wright Aeronautical Corporation, Curtiss Aeroplane and Motor Company, Pratt & Whitney Aircraft Company, as well as others, states B. J. Stallow, assistant sales manager.

Rusco Shock Absorbers

Rusco endless shock absorber rings, made by the Russell Manufacturing Company, makers of Rusco Brake Lining, are also used in airplanes, the company reports.

Mosler Metal

Mosler Metal Products Corporation furnishes standardized aircraft spark plugs for both the Liberty and Hispano-Suiza engines, and also manufactures SFAMA and SFAMA Junior plugs for all types of engines, states A. R. Mosler. This company also manufactures a clamp lock, known as "Wraplock," which is used as a hose clamp, and is an all-around clamp for aviation purposes.

COOK COUNTY SALES 59,035

Eight Months' Total Trails 1926, but Business Steady

By WALTER BERMINGHAM

CHICAGO, Sept. 15.—Although 11,645 cars behind the same period last year, new car registrations for the eight months of 1927 in Cook county indicate that the majority of makes are more than holding their own. The slump was attributed to the falling off in two or three lines.

Total registrations from January 1 to August 31 were 59,035, compared with $70,680 for the first eight months of 1926.

Chevrolet accounted for 12,797 cars, leading last year by more than 54 per cent. The 1926 total was 8,307. Ford, on the other hand, had a loss of 71.1 per cent., the respective totals for 1926 and 1927 having been 13,468 and 3,889. Ford, however, took fifth place in the general standing.

Buick was second with a gain of 386, the totals having been 7,274 for 1927 and 6,888 for 1926. The Hudson-Essex combination occupied third position with a total of 4,856, having had 3,787 last year, a gain of 1,069. Essex showed the largest individual gain of the duo, having had 3,038, against 2,096, while Hudson had 1,818 this year and 1,691 in 1926.

Nash, in fourth place, had 3,963. Independent of the Ajax, which became the light six last summer, Nash had 3,809 in 1926. With the Ajax the Nash total for eight months in 1926 was 4,703.

General Motors units gained 29.2 per cent. over 1926, having had a total of 25,959 this year and 20,092 last year. Of the total business for the eight months General Motors represents 56 per cent.

The standing for eight months follows: Chevrolet, 12,797; Buick, 6,888; Hudson-Essex, 4,856; Nash, 3,963; Ford, 3,889; Oakland-Pontiac, 3,493; Willys Products, 3,008; Chrysler, 2,902; Dodge, 1,989; Cadillac-La Salle, 1,405; Packard, 1,353; Oldsmobile, 1,199; Hupmobile, 1,173; Auburn, 1,059; Reo, 1,018; Paige, 612; Lincoln, 576; Peerless, 470; Chandler, 386; Marmon, 358; Gardner, 343; Jordan, 305; Moon-Diana, 235; Star, 220; Pierce-Arrow, 199; Stutz, 182; Falcon-Knight, 174; Franklin, 155; Stearns, 88; Locomobile, 69; Flint, 67; Velie, 59; miscellaneous, 431.

Driverless Car Is Operated by Radio

Buffalo, N. Y., Sept. 15.—Maurice J. Francill, acclaimed radio wizard, created a sensation here when he operated a Chevrolet sedan through the exclusive magic of radio.

He held the small toy-like equipment in his hand with which he sends out the wireless waves that control the operation of the car by electro magnetic impulses. A small receiving set was attached to the right running board. The mechanism of this set produced virtually every operation of the car that could have been accomplished with a driver behind the wheel. The car was loaned by the Hudson-Oliver Corporation, Buffalo distributor, for the demonstration, which was conducted on Military Road.

DEALERS TO EXHIBIT AT PROGRESS EXPOSITION

Philadelphia, Sept. 15.—Automobile dealerships and clubs represented in Delaware county's Exposition of Progress, to be held in tents at the 69th Street Terminal Plaza during the week of September 19, are as follows: Lansdowne Nash Company, J. Harry Swope, Darby; Graf Brothers, Collingdale; Upper Darby Nash Company; Gallagher Brothers, Chester & Lansdowne; Gehris Motor Company, Upper Darby; Covey Motor Company, Lansdowne; the Autocar Company of America, Ardmore, and the Keystone Automobile Club, Philadelphia.

Ohio-Buick Company of Cleveland

Cleveland, O., Sept. 15.—One of the largest and most modern automobile establishments in the country is the new home of the Ohio-Buick Company of Cleveland, Buick distributor for thirty-two counties of northeastern Ohio. The new plant is the fourth home the company has occupied since its founding, fourteen years ago. It virtually doubles the company's floor space, besides providing unsurpassed facilities for every detail of sales and service work. G. G. G. Peckham is president and general manager.

G. G. G. Peckham

The new building of the Ohio-Buick Company has 175,527 square feet of space, distributed over four stories and basement. Its ground dimensions are 303 by 136 feet. It is of fireproof reinforced concrete construction, of the beam and slab type, faced with buff sandstone. Its location is 1900 East 24th St., just five blocks east of the company's outgrown former quarters and a half block north of Euclid Avenue.

The Ohio-Buick Company is one of the outstanding business successes of its state. It was founded in 1913 by its president, Mr. Peckham, to supplant the Buick branch formerly maintained at Cleveland.

Mr. Peckham had had long experience in carriage and automobile work, ranking among the oldest members of the Buick family by virtue of having sold one of the thirty-four Buicks produced in Buick's first year.

Aside from the steady growth which it has enjoyed, the Ohio-Buick Company is notable as the only Cleveland automobile firm to handle one car and one only, over so long a period, a fact which many persons credit in part for its growth. The officers—Mr. Peckham, president; C. W. Hunt, vice-president; J. J. Neville, secretary, and H. E. Gilbert, treasurer—all have held their positions since the year the firm was founded. During this 14-year period, the personnel of the company has multiplied many times. Today officials and employees of the Ohio-Buick Company number 193 persons.

The new building, with its heavy emphasis on all phases of service, is a concrete embodiment of the high ideals which have actuated Mr. Peckham in all his relations with the public. In the new Buick building, Cleveland and adjacent territory enjoy service facilities which have few equals anywhere in the world, and which are surpassed nowhere.

IN NEW HOME

Millville, N. J., Sept. 15—The Harry R. Gates Company, Buick dealer of this city, is in its new sales and [illegible] building at 2d and Whitall Streets.

Gov. Fuller Host to Packard Company Of New England

By B. E. ESTERS

BOSTON, Sept. 15.—Gov. Alvan T. Fuller of Massachusetts, who is also head of the Packard Motor Car Company of New England, was host recently to 700 of his employees on their annual outing at his summer residence at Little Boars, N. H. The outing was featured by the presence of leading Packard distributors from all over the country.

The party left Boston in seven buses and a fleet of cars with an escort of state policemen.

W. P. Naylor was chairman of the speaking program which followed a monster clambake. Gov. Fuller was the first speaker. H. H. (Doc) Hills, vice-president of distribution at Detroit, was the second speaker. In his address he said that in August the factory shipped more cars than any other month in the history of the company. Lee J. Eastman, president of the New York Packard Company, spoke of the courage shown by Gov. Fuller in the Sacco-Vanzetti case. Brief remarks were also made by R. B. Parker, president of the Philadelphia Packard Company, and a former Boston manager. Roy Chamberlain of Detroit, general sales manager, then awarded prizes to the winners in the various events.

The afternoon was devoted to golf and dancing on a special platform erected on the grounds. Other guests included H. N. Davock and F. H. McKinney of Detroit, M. M. Gilman and F. B. Sullivan of New York, C. F. Woltz and W. H. Quay of Philadelphia, H. W. Peters of Chicago, Wayne S. Picknell of the Detroit branch, Earle C. Anthony of California, George M. Berry of St. Louis, Walter Anthony of Minneapolis, C. P. Joy of St. Paul, Ralph E. Brown of Buffalo and L. R. Mack and A. W. Whitehouse of Albany.

LEASES MORE SPACE

Seattle, Wash., Sept. 15.—Manager Eib, new head of the Washburn-Haines Company, local Chrysler distributor, has leased the quarters formerly occupied by Gates Smith Garage, at 1512 13th Ave., to use the space for added service room.

Chevrolet 72-Car Clubs of Various Cities Arrange Special Celebrations

NEW YORK, Sept. 15.—Following the announcement of a nation-wide celebration of the enrollment of new members into the "72 Car Club," the Chevrolet honorary sales organization, appropriate festivities have been held in various localities, with reports from following centers:—

Baltimore

Baltimore, Md., Sept. 15.—Eighty-four members of the 72 Car Club of the Baltimore Chevrolet Zone were feted by the Chevrolet Motor Company on Wednesday. A day's outing and a big banquet at night were included on the program of the day, as announced by L. M. Cary, assistant zone sales manager.

Jacksonville

Jacksonville, Fla., Sept. 15 (U. T. P. S.).—Forty-four salesmen qualified for membership in the Jacksonville zone of the Chevrolet 72-Car Club, which met in this city for its second annual convention. E. W. Williams of the Romines Chevrolet Company of Palatka, Fla., was elected president and will be joined on the executive board by the following: J. B. Swindel, Economy Chevrolet Company, Bartow, Fla., vice-president; J. M. Kent, Dixie Chevrolet Sales Company, Savannah, Ga., secretary; A. M. Scherffuis, Pensacola Buggy Works, Pensacola, Fla., treasurer.

Philadelphia

Philadelphia, Sept. 15.—The 115 members of Zone Fifteen Chevrolet 72-Car Club, representing eastern Pennsylvania, southern New Jersey and the eastern shore of Maryland, were given a cordial reception as the champion selling group of Chevrolet automobiles in the United States, when they arrived as guests of the Chevrolet Motor Company in this city for a two-day convention. J. S. Montgomery, sales manager of Zone 15, welcomed the members. Following the greetings, the officers of the 72-Car Club of Zone Fifteen were installed as follows: President, Charles Zabel, Hains-Spatz Motor Company, Reading, Pa.; also installed as vice-president of the National 72-Car Club; vice-president, B. F. Reilly, Foley-Chevrolet Company, Philadelphia; secretary and regional president, E. H. Hull, Willard Chevrolet, Philadelphia; treasurer, F. Waddington of George Flurer, Philadelphia.

Boston

Boston, Sept. 15.—R. H. Grant, vice-president in charge of sales of the Chevrolet Motor Company, was the principal speaker here recently before an enthusiastic meeting of 759 Chevrolet dealers from all parts of the New England territory. The meeting also served to fete the members from New England in the company's 72 Car Club for the year ending August 1. Two thousand and ninety salesmen all over the country qualified for membership in this club this year, as compared with 873 last year.

Fargo, N. D.

Fargo, N. D., Sept. 15.—Salesmen from four states attended the annual meeting and sales conference of the Fargo Chapter, 72-Car Club, district organization of the Chevrolet Motor Company. Featured by talks of prominent officials, the day was spent in athletic games and a fish fry at Shoreham, Minn., followed by a banquet at the Fargo Commercial Club. Installation of the club's new officers closed the business session. The new officials are: L. P. Krouse, Mitchell, S. D., president; R. W. Moore, Grand Forks, N. D., vice-president; F. J. Sullivan, Fargo, secretary; Julius Meeg, Fargo, treasurer.

Chicago

Chicago, Sept. 15.—Chevrolet retail salesmen from Illinois and northern Indiana, members of the Chevrolet 72-Car Club, were entertained by the Chicago zone office on Tuesday. A short business meeting at the Hotel Sherman in the morning was followed by a trip of inspection through the Chevrolet offices in the Wrigley Building.

for Economical Transportation

CHEVROLET

All Chevrolet plants have operated at peak capacity every month so far in 1927---despite the fact that mammoth factory additions were completed late last year. The continued demand for Chevrolet cars has been nation-wide---with Chevrolet dealers everywhere enjoying exceptional sales and profits.

CHEVROLET MOTOR CO., DETROIT, MICH.

Division of General Motors Corporation

QUALITY AT LOW COST

News of the Accessories and Parts Field

Washington Headlight and Equipment Laws Keep Dealers and Motorists on Edge Awaiting Specific Regulations

OLYMPIA, WASH., Sept. 15.—Although the laws regulating lights and other automotive equipment passed by the 1927 session of the state Legislature do not become effective until December 31 of this year, motorists and dealers, particularly dealers in accessories, are evincing considerable interest in the work of the commission on equipment created by the code to enforce the new laws.

This commission, which consists of License Director C. R. Maybury, Highway Engineer Samuel J. Humes and Highway Patrol Supervisor William J. Cole, is empowered to draw up specific regulations only generally provided for in the code and to arrange for enforcement of the provisions of the new law.

At present, the principal concern of the motorist is the possibility of buying accessories, lights, signal devices, safety devices, etc., that may have to be discarded after December 31. Dealers are concerned with the possibility of stocking up with accessories that may be illegal after December 31.

The chief task of the equipment commission so far has been to make ready for the state-wide adjustment of headlights that will be necessary after the first of the year and which some statisticians have estimated may cost Washington motorists as high as $200,000. The commission has fixed a maximum rate of 75 cents for headlight adjustments. Replacements and mechanical repairs, which may be authorized by the car owner, will be subject to an additional charge.

It is estimated that perhaps more than half of the 350,000 cars and trucks in the state will not require adjustments, but it is expected that most motorists will play safe and have their lights tested to obtain a certificate of proper adjustment.

In preparation for this statewide adjustment, the commission, under Chairman Cole, is now considering and granting licenses for headlight adjusting stations and headlight adjusters. It is planned to detail an illumination engineer to hold central examinations of aplicants for licenses as headlight adjusters, and it is possible that meetings will be held in various centers to acquaint motorists with the new headlight requirements.

These meetings are planned by the commission with the idea of keeping many motorists from needless adjustments and expense, because many makes of cars are properly equipped and because many motorists will be able to do their own adjusting.

It is considered quite likely that much equipment now on sale in this state will be refused approval by the commisison. Sale of equipment that has not received approval of the commission will be illegal.

Already the commisison has received many samples of headlights, reflectors, lenses, spotlights, signal devices, etc., for approval. Windshield swipes, brake equipment and similar accessories will be subject to inspection.

NEW BEARING COMPANY

Madison, Wis., Sept. 15.—The Armature and Bearing Exchange at Madison, manufacturer and seller of automotive bearings and replacement parts, has recently incorporated. Signers of the articles are Ever Tjugum, O. P. Torgerson and Theo. N. Torgerson.

CHARTER AUTOMOTIVE FIRM

Cleveland, O., Sept. 15 (U. T. P. S.).—The Butler Manufacturing Company of Cleveland has been chartered with a capital of $35,000 to manufacture and distribute motor street sweepers, automobile bodies and chassis, parts and accessories. Incorporators are Marc J. Grossum, A. W. Conly and E. R. Smead.

WISCONSIN AXLES

IF your present axle equipment is not satisfactory or is too expensive to maintain, replace with a Wisconsin Axle. We supply axles to operators of truck and bus fleets.

Bevel Gear, Double Reduction and Worm Drive

Full-Floating ***Semi-Floating***

WISCONSIN PARTS CO. **Oshkosh, Wis.**

British Invention Eliminates Flywheel, Clutch, Differential

WASHINGTON, Sept. 15.—An English inventor has developed a gear which does away with the engine flywheel, the clutch and the differential, according to a report from London to the automotive division of the Department of Commerce.

The report states that the device is entirely mechanical and positive in action, allowing no friction of any kind. No gears are introduced in any part of the appliance. The only parts working in the rear axle are six roller bearings and in reduction gear four roller bearings.

WEIDENHOFF PLANS NEW "JOBBER HELP" PROGRAM

Chicago, Sept. 15.—Leslie Weidenhoff, general manager Weidenhoff Products, 4350-58 West Roosevelt Road, reports that his organization is inaugurating a merchandising program for the benefit of purchasers of Weidenhoff equipment, which consists of test benches, constant potential battery chargers, rectifiers, growlers, lathes, undercutters and other battery and electrical testing units.

All Weidenhoff products are marketed through jobbing channels, and arrangements are being made to have a salesman thoroughly experienced in servicing and repairing generators, starters, batteries, etc., to accompany each jobber's salesman, so that he may become conversant with this equipment.

GETS PATENT ON PRESSURE FUEL FEEDING DEVICE

South Orange, N. J., Sept. 15.—Albert E. Bordon of South Orange has been notified by the United States Patent Office that he has been granted a patent for his pressure fuel-feed system for hydrocarbon engines.

The device is for fuel feeding systems for hydrocarbon engines, and more especially to the pressure feed system adapted to automobiles, airplanes and similar type engines. Mr. Bordon has assigned the patent to the Self-Feeding Vaporizer Corporation.

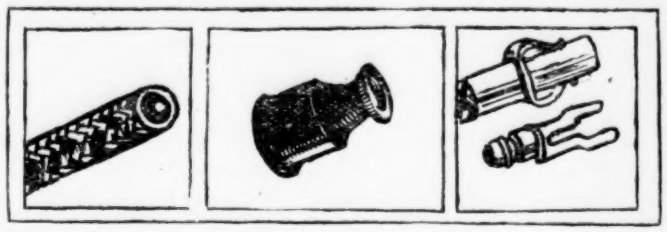
NEW INVENTION

Perth Amboy, N. J., Sept. 15.—T. V. Elliott, Jr., of Piscataway, has invented a thermostat controlled device which may be attached to the motor of any of the standard makes of automobiles to maintain an even temperature for the smoother running of the motor, he claims. It consists of a metal covering, which is placed over the manifold of the motor, and is controlled by the thermostat, which is attached to a copper pipe leading from the top of the manifold to the dashboard.

New Automotive Equipment

This department is devoted to the newest development in automobile accessories, replacement parts and shop equipment. Its columns are open to manufacturers, who are invited to submit descriptions and illustrations of their latest products.

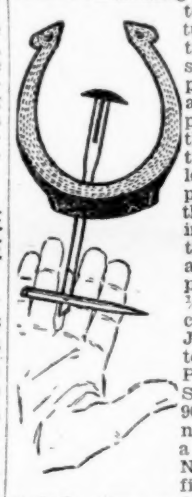
PACKARD IGNITI ON CABLE SETS



The core of these cables is made up of full-sized flexible tinned copper wires imbedded in a rubber insulation compounded to stand up a long time under high tension. The braid is finished with pyroxylin lacquer. Each set is furnished complete with universal terminals and rubber protectors to keep water out of the distributor. Prices per set range according to car makes, being $2 and $2.25 for four-cylinder cars, $2.75, $3.25 and $3.75 for sixes and $4.25 and $4.75 for eights. Packard Electric Company, Warren, O.

WEDFORD KEX INSERTING TOOL

In order to facilitate the insertion of Kex vulcanizing plugs in a casing to repair a puncture, the combination tapered inserting needle and puller is fitted around the plug, pushed through the puncture and then pulled up, leaving the Kex pressing against the sides and closing the ends of the hole. Standard needle fits plugs with 3-16 to ¼ inch stems inclusively, and the Jumbo needle 5-16 to 7-16 inch plugs. Prices to trade: Standard needle, 90 cents; Jumbo needle, $1; Standard assortment No. 1, including fifty plugs with ¼-inch stem and 1¼-inch head, Standard inserting needle and puller, four Wedford Water-Tite rim seals, $2.50 per box; Jumbo assorement No. 2 contains twenty-five plugs with ¼ to 7-16 inch stems and 2¼-inch head. Jumbo combination inserting needle and four rim seals, $2.50 per box; Jumbo assortment Company, 1120 South Grand Boulevard, St. Louis, Mo.



DIM-BRITE CAR-LIGHT CONTROL

Handy location of clever device which dealers will find big seller

Installed on the steering wheel, this switch has several stops, allowing the wiring of the taillight so that it may be used as a parking light, and the connecting of headlights and spotlight so that when the former are dimmed the latter is turned on automatically. The neutral position provides for headlights out and taillights on. The use of Dim-Brite does away with the need of bending to operate the dash switch hurriedly while driving. Turner Manufacturing Company, Kokomo, Ind.

FIRE RAZES HENRY BODY

York, Pa., Sept. 15 (U. T. P. S).—Flames last week destroyed the factory building of the Henry Body Company, manufacturer of automobile bodies, in this city, damaging the property to the extent of $6,000. The origin of the blaze is unknown.

OPEN NEW STORE

Los Angeles, Cal., Sept. 15.—Ray and Ed Knowles, proprietors of the Fix-It-Yourself Garage, 2810 South Grand, have announced the opening of a second unit of their establishment at West Washington and Orchard Streets.

AUGUST, 1927, NEW COMMERCIAL CAR REGISTRATIONS

Readers should note that figures covering new trucks will differ somewhat from retail sales reports of individual companies. Figures from R. L. Polk & Co. of Detroit, with the exception of Illinois, which is supplied by the Robinson Service.

States	Acme	Autocar	Brockway	Chevrolet	Diamond-T	Federal	Ford	Garford	Graham	G. M. C.	Indiana	International	Mack	Pontiac	Reo	Republic	Ruggles	Selden	Sterling	Stewart	White	Yellow	Miscellaneous	Totals	States
Delaware		1		32			9		5	9		4		1	1								2	64	Delaware
Florida		1	1	70			65		27	1	1	6	3		3		6				15		2	201	Florida
Georgia		2		219		6	167		39	8	6	15	3	2	3						7		10	487	Georgia
Montana				324		2	84		43	11		52	2	5	10						3		4	540	Montana
Nor. Car.	4	9		444	4	3	390	1	115	19		26	3	12	20	7	1				8	4	9	1079	No. Carolina
Nor. Dak.				149			33		18	3		29	1	1	1						1	1	1	238	No. Dakota
Oklahoma				310	1	3	276		79	7	1	53	3	11	9	1		3			3		17	777	Oklahoma
Rh. Island		8	2	47		5	20		26	6		6	6	4	28		2		1	3	6		7	177	Rhode Island
South Car.				129		1	32		12	3		4		5	3	2	1			3	1		3	199	South Car.
Utah	1			54		2	15		20	7		6			8	1							4	118	Utah
W. Virginia	2	2	5	181	1	4	47	2	52	20	11	30	2	6	19	2				5	6		9	406	West Virginia
Wyoming				38			21		13	4		7	2	1							2		2	90	Wyoming
Dist. of Col.		3		39			19		8	6		13			8	3					3	1	3	106	Dist. of Col.
Totals	7	26	8	2036	6	26	1178	3	457	104	19	251	25	48	113	16	10	3	1	11	55	6	73	4482	Totals

TIRE MEN PLAN NEW CAMPAIGN

Illinois Dealers to Advertise Mileage of Good Casings

By WALTER BERMINGHAM

CHICAGO, Sept. 15.—Prominent tire dealers of this city have organibed the Illinois Tire and Battery Dealers' Association, the object and aim of which is to educate the public on tire mileage and to prove to them that the advertised and known brands of tires, regardless of their cost, give the cheapest mileage.

The association members agree to give regular service to tire customers, so as to prove that with the proper care the average standard brands of tire will yield the lowest cost mileage.

Brands merchandized by the association dealers are Ajax, Century, Federal, Fisk, General, Goodrich, Goodyear, Hood, Lee, Miller, Mohawk, Pennsylvania, Seiberling and United States.

The following are enrolled in the association:—

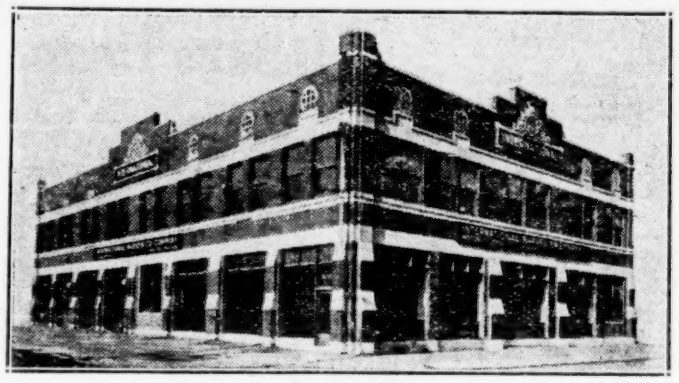
A. & D. Tire Surgery, 9135 South Chicago Ave.; Almashy Tire Service, 209 West 75th St.; Champion Tire Vulcanizing Service, 5107 South Michigan Ave.; Commercial Tire and Equipment Company, 6101 Eberhardt Ave.; K. & K. Tire and Accessory, 1948 West 35th St.; Normal Tire and Vulcanizing Company, 501 West 59th St.; S. & S. Tire Company, 1141 West Garfield Boulevard; Southwest Auto Supply Company, 2458 West 38th St.; Roy's Battery and Tire Shop, 227 West 63d St.; Commercial Tire and Supply Company, 4655 West Madison St.; Consumers Tire and Supply Company, 1146 Roosevelt Road; Gem Tire Company, 1101 West Washington Boulevard; Quick Tire Service, 5303 West Lake St.; Casazza Company, Inc., 504 North Wells St.; Henry Choquette, 2943 Irving Park Boulevard; Commercial Tire and Supply Company, 5900 Broadway; General Auto Sales, 4441 Milwaukee Ave.; National Tire and Battery Corporation, 1804 West Division St.; Schroeder's Tire Shop, 2339 North Halsted St.; Smith's Battery Shop, 3921 North Crawford Ave.; Seminary Tire and Auto Supply Company, 2674 Lincoln Ave.; Evanston Tire and Vulcanizing Company, 527 Dempster St., Evanston; Oak Park Tire Company, 745 Madison St., and Schwartz Tire and Accessory Store, 1029 Madison St., Oak Park.

In its announcement the association beseeches the public not to be "fooled by a 12,000 mile guarantee." Buyers are cautioned to ask the "dealer for a written statement, to keep your tire rolling for 12,000 miles or does such guarantee just cover workmanship and material?" It is also stated that with association members "The dealer's word is worth more than guarantees."

USES CHEVROLET TRUCKS

Portland, Ore., Sept. 15. — Ten Chevrolet trucks have been placed in service by the Portland branch of Green's Good Humor Ice Cream Company, whose business is selling ice cream and ice cream products on the major traffic arteries in and around Portland.

I. H. C. Truck Branch at Kansas City



By H. H. JAMES

KANSAS CITY, Sept. 15.—The commercial truck division of the International Harvester Company Kansas City branch has moved into a fine newly remodeled business headquarters at 1500 West 14th Street, in the heart of the stock yards and industrial district of the city.

The building was purchased from the city a few months ago and remodeled to make one of the finest truck display rooms and service stations in the Middle West. It is located across the street from the company's factory branch.

The first floor of the building is used as a display room, office and lounging room for customers. The company specializes in handling repair work for International truck owners who drive into Kansas City with loads of live stock and who operate freight lines out of the city. The lounging room was equipped for these customers. It is equipped with easy chairs, writing and reading tables and plenty of games—cards, checkers, etc. There also is a shower bath available for use of the customers who desire to clean up after a long drive.

The building has been equipped with a special heating and ventilating system, the system providing heat in the winter and becoming a cooling system in the summer. This makes work in the service department on the second floor unusually attractive.

The service department is exceptionally well lighted with windows and skylights and it is only on the darkest days that the workmen are compelled to use artificial light.

In this department everything is kept spick and span, with each workman having a table on wheels that he uses to keep his tools and parts. Only a small supply of parts is carried in the service department, the main supply being kept at the factory branch building, across the street. The workmen are provided with lockers and shower baths, and everything is done to make their work safe, the best of machinery having been installed.

W. L. Simms is manager of the branch, with George H. Robinson in charge of the commercial truck division. Mr. Simms said that the branch could have closed its books for the truck division at the end of August and shown a gain over the business for the whole of 1926. The company is placing a good many fleets now, and Mr. Simms and Mr. Robinson both believe the last four months of the year will be busy ones.

BUSES IN CONSTANTINOPLE

Washington, Sept. 15.—The street railway company of Constantinople has started an experimental motor bus line, according to a report received by the Department of Commerce. If successful at the close of the year the service will be extended, the report added.

FRUEHAUF SEMI-TRAILER.—Frigidaire uses Fruehauf semi-trailers with one-ton Chevrolet truck tractors for delivering three-ton loads about the city of Detroit, one of these units being shown below.

FIRE DAMAGES GOODRICH PLANT AT INDIANAPOLIS

Indianapolis, Ind., Sept. 15.—Fire of unknown origin recently damaged the stock and building of the local B. F. Goodrich Rubber Company, 717 Fulton St., to the extent of nearly $50,000. Firemen were handicapped in fighting the fire because of the dense clouds of smoke from the burning tires and the odor thrown off from the tires.

The management of the company said the origin of the fire could not be determined. The damage to the office of the company was not great, the principal loss being in the burning of hundreds of tires. The loss was practically all covered by insurance, it was said.

REPRESENTS THERMOID

Seattle, Wash., Sept. 15.—W. S. Todd, for seven years with Reynolds-King Company here and for seventeen years in the automotive business, has just been appointed representative for Thermoid Rubber Company in Oregon and Washington. He will make his headquarters in Seattle. W. D. Minser is district manager, his headquarters also being in Seattle.

Ohio Bus Revenues Fail to Keep Up With Expenditures

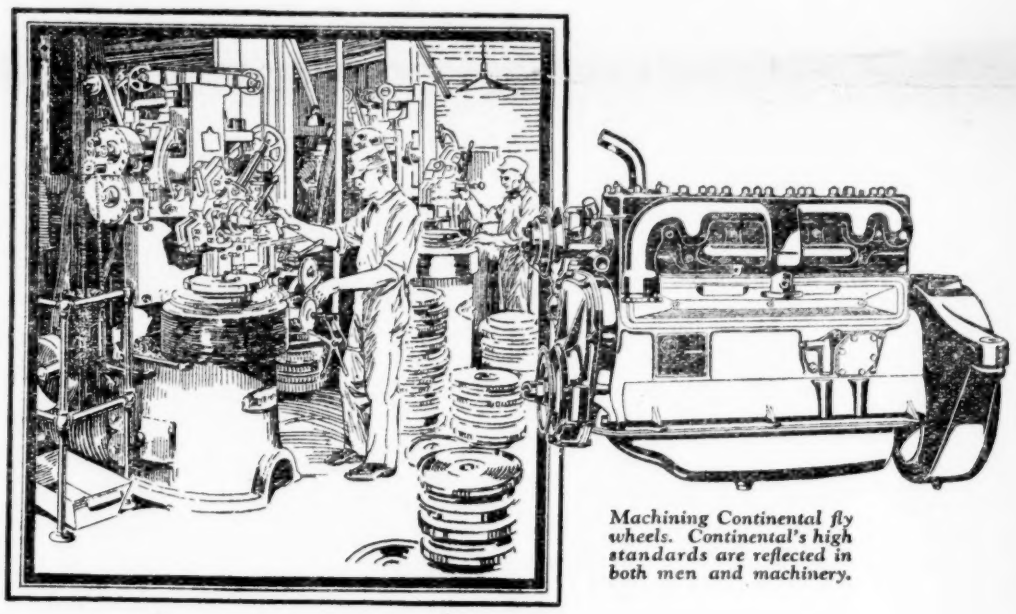
By HAROLD McCOY

CLEVELAND, Sept. 15.—Passenger fares charged by Ohio bus companies appear to be inadequate to meet operating costs and other charges, figures contained in the annual report of the State Public Utilities Commission indicate.

The report, covering operations of 362 companies, showed revenues for these companies totaling $9,429,699.13, while expenditures, which included salaries, wages and office expenses, fuel and oil, repairs, replacements, licenses and rents, totaled $9,000,813.19. Taxes alone ate up 12 per cent. of income.

Heads of leading companies point out the reason for the apparent discrepancies in the changes which have come over motor bus operations in the last few years. Starting with five-passenger automobiles for vehicles, most of the companies have progressed to luxurious Pullman type parlor cars, capable of carrying twenty to thirty passengers.

Products of Experience



Machining Continental fly wheels. Continental's high standards are reflected in both men and machinery.

Red Seal Continental motors are the products of an experience in building gasoline motors which mounts above the quarter century mark. This unmatched experience is reflected in the economical operation and long life of Continental motors for passenger car, bus, truck, marine, airplane and industry throughout the world.

Continental advanced engineering and manufacturing methods are among the outstanding factors in the unequalled performance of every Red Seal Continental motor.

CONTINENTAL MOTORS CORPORATION
Offices: Detroit, Mich., U. S. A. *Factories:* Detroit and Muskegon
The Largest Exclusive Motor Manufacturer in the World

Continental Motors

Automotive Daily News

"Of, By and For the Entire Automotive Industry"

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Suggestions

ALMOST any business that employs more than a handful of men, any business where personal contacts are not the rule, will find a suggestion box valuable not only from the practical ideas that it is likey to beget but also as a builder of morale.

Some organizations have a suggestion box conveniently placed, where any man in the plant can easily place written recommendations for improvements in equipment or operation. In most cases cash prizes are offered for suggestions that are later found to be of practical value and are adopted. These prizes may be graduated from small amounts for minor suggestions to reasonably important sums for suggestions that bring major improvements in the company's operations.

It has been found in many instances that the size of the prizes is not so important as the opportunity the suggestion box affords to the employees to improve what they may probably have felt were definite failures or downright stupidities.

The effect on the morale of the workers is obvious. Many workmen feel that suggestions for improvement of operations made to the foreman are "stolen" by that functionary and placed to his own credit. If, on the other hand, the workman can make his suggestion to the head of the business or to a responsible reviewing committee, he gains a feeling that he too is a part of the organization to be reckoned with. If his suggestion is adopted he feels that he has a standing in his organization beyond the mere relationship of employee to paymaster.

The suggestion box is worth a try by almost any organization in the automotive field.

Transcontinental Truck Run

WHEN the redoubtable Cannon Ball Baker the other day completed his transcontinental trip in a General Motors two ton truck, carrying more than 5,000 pounds of Atlantic Ocean water to be dumped into the Pacific, his achievement probably heralded a new era in commercial motor vehicle construction.

The trip from ocean to ocean was made in five days, seventeen hours and thirty-six minutes. This is better than most passenger cars could do; certainly with any driver less accomplished than Baker.

The interesting feature of the trip is that the truck which Baker drove embodied performance characteristics hitherto associated with passenger cars. The engine is a six cylinder Buick type power plant, with the speed capabilities of a passenger car engine and the power needed for the heavier service of the commercial field. In more ways than one this trip of Baker's was a record-breaking achievement.

In Germany the Ministry of the Interior has ordered that teams of police cars and motorcycles shall take part in the various sporting club events that take place, the reason being that the police should have a thorough command of practical motoring.

If we ever enter a team of our American cops in one of these festivals, won't they just walk off with the long-distance bawling out record, the running high jump on the necks of those German motorists and the world's heavyweight sassing record.

Acquire Control of Speedway in Indianapolis

Indianapolis, Ind., Sept. 15—The Indianapolis Motor Speedway, whose stock has been closely held by a small group of Indianapolis men since the speedway's inception in 1909, has passed into the hands of a larger group of men.

Negotiations which have been under way for several weeks have been definitely closed by Capt. Edward V. Rickenbacker of Detroit, acting for buyers of the property. The business of the company will not be changed in any way and the new name will be the Indianapolis Motor Speedway Corporation.

Capt. E. V. Rickenbacker

While the consideration was not announced, it is understood that the deal involved more than $1,000,000. The incorporation papers disclosed that Carl G. Fisher and James A. Allison, two of the five former stockholders, still retain some interest in the two and a half mile track and 433 acres of ground which make up the plant.

The list of directors includes Mr. Fisher and Mr. Allison and the following other men: Capt. Rickenbacker, president; T. E. Myers, former secretary and general manager, and now vice-president and general manager; Omer Rains, Detroit, secretary-treasurer; Paul Y. Davis, Indianapolis legal counsel, and Edward D. Moore, Indianapolis.

Rickenbacker announced that there would be no changes in the management or policy of the affairs of the speedway.

122,700 CARS IN SWEDEN, 30 TIMES TOTAL FOR 1917

STOCKHOLM, SWEDEN, Sept. 15.—Sweden now has 122,700 motor vehicles, or thirty times as many as there were in operation in 1917. Of this total 70,435 are passenger cars, 22,496 trucks, 1,569 buses and 28,300 motorcycles.

Steady improvement of Swedish roads, to the maintenance of which all automobile taxes are exclusively devoted, has greatly helped to popularize automobiles, which until now have been imported, particularly from the United States. The manufacture of the first Swedish-built car was started a few weeks ago, while a number of assembling plants for cars manufactured abroad are also in course of construction.

PAIGE CO. ESTABLISHES BRANCH AT SACRAMENTO

Sacramento, Cal., Sept. 15.—The Paige Motor Car Company has established a factory branch here at 17th and K streets, to distribute and retail throughout the adjacent territory. This branch will be maintained in addition to the local dealer, Lodey Klemmer, who has been operating two local stores, one at 16th Street, between L and M Streets, and one in the Auditorium Garage.

The new branch will be under the management of Dudley Fortin, who has been identified with Paige sales the past eight years, acting as wholesale representative in this territory immediately before taking over the new branch. Fortin will handle both retail and wholesale sales. Leo Baker, who has been with the Paige Company since 1914, will act as service manager, while A. Thompson, a factory auditor, has been appointed office manager.

CHRYSLERS FEATURE IN BEAUTY CONTEST

Harrisburg, Pa., Sept. 15. (U. T. P. S.).—Chrysler open cars figured in three of the prize winning beauty contests conducted here at the Harrisburg Fair under the auspices of the Harrisburg Motive Dealers' Association. Judges based their decisions on the beauty of cars, beauty of women drivers and skill in driving.

Many new models were entered in the contest, which involved stopping and starting cars, making turns and driving around the race track.

American Cars and Trucks Dominate Far East Market, Says Dodge Representative

Detroit, Sept. 15.—American automobiles and trucks dominate the market in Far Eastern countries, almost to the exclusion of all other makes, according to Sutherland Pilch, representative of Dodge Brothers, Inc., in the Near and Far East, who has returned to the home office after a year's trip covering 50,000 miles.

Sutherland Pilch

During his journey Mr. Pilch visited almost every city of commercial importance in Egypt, Palestine, Persia, India, Siam, Indo-China, Malay States, China, Japan and the Philippines. His object was to study the conditions under which motor cars and trucks, particularly those manufactured by Dodge Brothers, are being marketed.

Throughout India, he reports, the market and demand for American cars is rapidly expanding, although British, French and Italian manufacturers are making a real effort to regain their one-time supremacy. With the exception of trucks in government service, which naturally are of English origin, American trucks enjoy practically a monopoly throughout this country, he says.

Due to civil uprisings in China business at Hongkong and Shanghai is practically at a standstill, Mr. Pilch reports. In addition to this, the recently imposed Chinese import duty of 30 per cent. on automotive goods, he says, will further curtail the development of this market.

In Japan Mr. Pilch found automobile sales comparatively good, despite the recent financial crisis. The splendid new roads that have been built from Kobi to Osaka and from Yokohama to Tokio, coupled with other ambitious road developments now in progress, should make this market for United States cars and trucks well worthy of intensified sales efforts, he says.

The work of the American Financial Mission in Persia, under the direction of Dr. Millspaugh, and the recent arrival in that country of an American road engineer to take charge of the development of roads for the Persian government, will insure a wider market there for American made automobiles and trucks, Mr. Pilch believes.

He reports that he encountered many amusing and some hazardous incidents on his trip. Bandits were frequently reported ahead on his route, compelling delays until proper military escorts could be provided.

On one occasion Mr. Pilch was held up between Shiraz and Bushire by the reported presence of no less than 400 bandits ahead, but the journey was continued despite official warnings. The amusing part of this trip, Mr. Pilch says, was that the government officials sent gendarmerie to convoy the caravan, but their ammunition did not fit their rifles.

The roads in the Syrian desert, when there are any, are often so poor that should it rain the cars which compose the caravans become mired and have to stop until the ground dries up, Mr. Pilch says. As this often takes several days, it is not uncommon for a shortage of food and water to occur. To guard against undue hardship to travelers the road is patrolled by airplanes in bad weather and when they find a caravan in distress food is dropped to the travelers.

CANADIAN GOOD ROADS CONVENTION SEPT. 27-29

Montreal, Sept. 15.—The fourteenth annual convention of the Canadian Good Roads Association will be held September 27, 28 and 29 at the Clifton House, Niagara Falls, Ont. Secretary-Treasurer George A. McNamee announces that the first session will be held under the chairmanship of the Hon. George S. Henry, president of the association and minister of highways for Ontario.

Addresses will be made at the convention by members of the fact-finding committee of the Inter-provincial Roads Conference and by representatives of the good roads movement in the United States, Great Britain and Europe.

STURTEVANT RETURNS TO REMODELED FACTORY

Camden, N. J., Sept. 15.—B. F. Sturtevant Company has returned to its completely remodeled factory after being compelled to operate in cramped temporary quarters as the result of a fire last April which almost completely destroyed its huge plant here. The company manufactures sheet metal products, engines, motors, turbines and fans.

OPENS NEW PLANT

Tacoma, Wash., Sept. 15.—The Mueller-Harkins Motor Company, Pierce county Buick distributor, has just opened its new South Tacoma sales and service plant at 5634 South Union Ave. The building is 75 by 120 feet in size and embodies 9,000 square feet of floor space. One half of it is devoted to the display and service of new Buicks, and the other half is wholly devoted to the display of used cars.

HAD LONG TRIP

Evansville, Ind., Sept. 15.—Otto C. Hartmetz, president of Hartmetz Brothers, Dodge Brothers dealer, 1st Avenue and Ingle Street, with Mrs. Hartmetz and family, has returned from a 2600-mile trip in a new Dodge Six car, covering principal cities of the East, the Lakes and Middle West.

HOTEL EMPIRE BROADWAY AT SIXTY-THIRD STREET, NEW YORK CITY

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The NEW fourteen-story fireproof structure containing every modern convenience and "Servidor" service

RATES: Room, private toilet - - $2.50
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SHOP EQUIPMENT BUYERS' GUIDE

Time Losses Cost Service Shop 84 Cents an Hour Per Car, Survey Indicates

By C. P. SHATTUCK

ONE of the factors contributing to the high cost of service is the space occupied by the car being repaired. As a result of a very intensive study of the cost of space, and a national survey, a well known service authority states that it costs the average large dealer 84 cents an hour for the space occupied by a car.

Many car dealers servicing on the old time and material basis charge the car owner $1.50 the hour for labor. This leaves exactly 66 cents the hour for the labor charge. As a matter of fact, it is held that it costs 72 cents the hour for labor, and, regardless of whether the mechanic is paid 40 cents the hour or $1. This angle in service will be discussed in a later service article. But the figures are mentioned to show that the cost per hour in service to the car dealer is high.

Now, when a car occupies a space in the service station, and, assuming that this cost is 84 cents the hour as stated by the expert, then if the car remains in that space longer than it should, isn't it logical to reason that instead of there being a profit there will be a loss?

Eliminating the factor of replacement parts, and assuming that these are in stock, then the deciding factor is the time taken to complete the service operation. While it is true some mechanics will work faster than others, the real time-killer is the lack of proper shop equipment and proper use of that equipment.

Many Lack Equipment

Surveys in the dealer field show that many shops are incompletely equipped. For certain operations the equipment is good, while for others equipment is lacking. It is the lack of equipment plus efficient use of same that keeps many a car in a space when this space should be promptly vacated for another car.

Space time mounts up when proper equipment is lacking. For example, take an engine job, the ticket calling for taking up the connecting rods and main bearings. The car is driven to the space assigned, and generally in front of the work bench.

Now, the length of time the car will remain in the space, hours and minutes, will depend largely upon the speed with which the mechanic can get to the rods and bearings throughout the job. If the mechanic is obliged to lie on the floor on paper on on a board, he will lose valuable time getting under and up from his work. And it is surprising the number of service stations where the crankcase jobs and other under-the-car operations are performed by the men lying on their backs.

Such shops lack proper shop equipment. Such equipment as chain hoists and other devices for raising the front end of the car to a height where the mechanic can sit on a box or special seat greatly reduce the time factor. The better service stations are equipped with hoists and similar devices, and the mechanics not only conserve their energies, but turn out the work considerably faster and, it is safe to assert, much better.

If the car dealer desires to cut down the cost per hour for the space taken by the car he will check the lost time and install the shop equipment that eliminates these time losses. If a piece of equipment saves but one hour the day, that is six hours the week, which means just six more hours which can be used to earn a profit without increasing the space cost.

KELLOGG COMPRESSORS
Pump more AIR less OIL per H.P.
SPECIFICATIONS
1½ horsepower motor.
80 gallon tank.
8 cubic feet of air.
Self-cleaning check valve.
Patented pump and splash lubricating system.
Honed cylinders.
Air cleaner and muffler.

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KELLOGG MFG. CO.
ROCHESTER, N.Y.

TEXAS MOHAIR CLIPPINGS PROMISE 10% CROP GAIN

Austin, Tex., Sept. 15.—Fall shearing of mohair has begun in Texas, Lampasas county being the first to report a fall clip.

The price being offered is 52 cents for grown hair and 62 cents for kid hair. Lampasas county last year marketed more than a half million pounds of mohair, and this year's shearing is estimated 10 per cent. larger. Much of the mohair from this section is used in the upholstering of automobiles.

Brake Service Affords Profitable Sideline for Enterprising Dealers

THE increasing number of brake service stations, brake specialists, would indicate that the safety campaigns and educational drives by the national organizations are bearing fruit. The increasing traffic congestion also has helped educate the car owner of the vital importance of good brakes.

If, then, the car owners are partially educated to the need of good brakes are already partly sold, and the brake specialists are making money, why cannot the car dealer make a brake department a profitable service?

The adjustment and relining of brakes has passed, the writer believes, from a mere service operation or repair to a merchandising proposition. In other words, the results must be sold, not merely brake lining and brake work. Brake repairs have been handled on a service basis, whereas, in this present day, brake work should be handled on a business and sales basis.

The car dealer has, as already previously pointed out in early articles, allowed this work to get away from him because too many dealers or their service stations have handled the work all in the day's business. The brake specialist plans differently.

Contacts Count

His first step is to make a contact with the car and truck owners and with operators of buses. The brake dealer knows the ordinary methods of approach will not get to first base, so he uses bait in the form of a free inspection. Many of the brake specialists have brake testing machines, electrical and mechanical.

There is an electrical testing machine, operating on the dynamometer principle, that includes two dials (one for each car wheel), which show to the car owner just what the brakes on each wheel are doing. It takes but a few minutes to run the car on the testing stand and to make the test. Showing the car owner the results on the dials proves to him that the brake man is not trying to sell something that is not actually needed.

These brake shops advertise their inspection service and circularize their owners. Their letters are very clever in their appeal, because the letters get the car owner to come to the brake shop for a free test. It is the contact that counts. These brake shops impress the average car owner; they have a very good selling line with their, "We specialize in brake service only, have the very best equipment and mechanics trained in brake work." And, when the brake salesman mentions that because of all this equipment, skill, etc., their work is A1 and prices right, they sell the owner even if the prices for the job are no cheaper than those of the car dealer. It is a bit of psychology.

Equipment Pays Its Way

Some car dealers argue that the amount of brake work they do does not warrant an investment of special equipment. The small car dealer is not, perhaps, warranted in installing the electric testing equipment referred to, as this runs into considerable money. But there are less expensive machines which will do the work fast and accurately.

The large car dealer, however, is warranted in investing brake equipment and can make it earn its cost and later pay a profit, provided he will merchandise the brake service as does the brake specialist. It is quite a simple matter to ascertain the number of brake jobs performed during the past year, and with this as a basis, estimate the number of jobs that could be sold with the right equipment and salesmanship.

The time is not far distant when laws will be passed regulating this matter of brakes. The result will be more inspections and tests, more adjustments sold and more lining sold. If the car dealer sits idly by and makes no effort to get or retain this business it will pass to the brake specialists. The time to get the business is before it gets located elsewhere.

BATTERY FIRM BUILDING

Chicago, Sept.15.—Work was started last week on a three-story salesroom and factory building at 1614-16 South Wabash Ave. for Leavitt & Schiffman, owners of the Coliseum Battery Company. The total investment in land and building will be more than $120,000.

MANLEY
One-Gun Auto Washer
CAT. 601
$295

SPECIAL FEATURES
Vertical Construction
Unusually compact
Perfected control valve and safety valve
Worthington pump
No leather washers
Packing glands easily accessible
Guides absorb side thrust
Pump valves easily accessible
Drop forged crank shaft
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325 lbs. Pressure
MANLEY MFG. CO. YORK, PA.

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Gives counts and prices on over 8,000 different lines of business. No matter what your business, in this book you will find the number of your prospective customers listed.
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Largest City Directory Publishers in the World
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PARTS BUYERS' GUIDE

Many Merchants Overestimate Unsolicited Demand for New Parts

By JOHN W. WORTHING

THERE are a large number of men in the replacement field who labor under the impression that because the ultimate sale of their goods must be to some one who already uses a certain article, viz., an automobile, the goods will sell themselves. As is the case with the majority of general opinions, there is a grain of truth in this, but it is important not to overestimate it.

The fact is that if you have taken on a good line of replacement parts you have got to push it to get the best results with it, very much as does the man who sells cars, trucks, machinery or lubricants. There is a demand and a market for all of these products, but the demand goes to the business that is awake to it and knows how to utilize it and translate it into orders.

When you have a good line, whether it be axles or engine heads, brake-bands or whatnot, be sure to inform every possible customer in your territory. For the distributor this means contacting with the individual repair shops and supply dealers, and for the retailer to assure himself that at least a reasonable proportion of those vehicle owners who some time will stand in need of his goods will know that they can be bought of him.

The methods of advertising to be used for this purpose vary, of course, according to local and other conditions. In some cases the territorial trade is best attracted by newspaper advertising, while in others window display, outdoor and direct-by-mail advertising yield better results. To determine the right way, the business man will do well to inform himself as to what people in the same or similar lines have done and modify their experience according to the conditions under which he operates. This is by far a less expensive method than that of trial and error, which, of course, also teaches you what you want or need to know, provided you can afford the time which must elapse before such results as afford sure guidance for your future course have come to you.

FOR TEN YEARS!
Some of our customers have been buying and selling NIAGARA CONNECTING RODS for Ford and Chevrolet Cars. Building business and making friends.
Write for details.
NIAGARA MOTORS CORPORATION, Dunkirk, N. Y.

JOHN C. HOOF & CO
HOOF-RANDALL
Graphited Valve Guides
Self-Lubricating
Assures smoothness of valve action, and prevents valve sticking under all conditions, by properly lubricating valve stems. Increases cut a speed, power, "pep." Rebuilding is more satisfactory when Hoof Randall-Graphited Valve Guides are used.
Standard Equipment on Hudson, Oldsmobile, and other leading cars, trucks, and tractors.
Write for Complete Catalog.
362 No. Franklin St. Chicago

BOYLE VALVES
More speed . . . No regrinding
Silent . . . . Easily installed
Write
BOYLE VALVE COMPANY
5817 South Ada St., Chicago

SAVE TIME
USE "BILT-WELL" AXLE SHAFTS
For every make and model car or truck
Made of Nickel Chromium Steel
Sold through jobbers exclusively
BRANDT-WARNER MFG. CO.
YORK · PA.

CLIP THIS AND SEND AT ONCE
Tell me how my message on this page will show a profit.
B. CRIGHTON,
Parts Buyers' Guide Dept.,
Automotive Daily News,
1926 Broadway, New York.
NAME .....
ADDRESS .....
STATE .....

M.A.M.A. Urges Buyers and Makers to Be Specific in Orders and Deliveries

(Continued from page 1)

groups. Tomorrow's session will be conducted on a similar basis.

At the conference today J. H. Tregoe, executive manager of the National Association of Credit Managers, spoke on "The Magic of Credit." W. B. Stout discussed "Recent Developments in Aviation."

An informal buffet luncheon was held this noon and a dinner this evening. The Detroit committee on arrangements includes:—

F. R. Alles, treasurer Detroit Steel Products Company; L. F. Romhoff, vice-president, Jaxon Products Company; J. F. Monfils, treasurer Michigan Steel Castings Company; F. T. Burgis, treasurer Motor Products Company; C. W. Dickerson, treasurer Timken Detroit Axle Company; T. M. Simpson, secretary Continental Motors Corporation; Julian Gifford, treasurer Zenith Detroit Corporation; W. F. Burgess, secretary Long Manufacturing Company; S. C. Reynolds, treasurer Federal Mogul Corporation, and L. M. Hamlin, treasurer McCord Radiator and Manufacturing Company.

Admitting the advantages of low inventories and frequent capital turnover, the association in its statement on "Equitable Conditions," points to several classes of burdens which have been increasingly placed upon the accessory manufacturers, namely: uneconomically short delivery schedules, modifications and cancellations, deliveries in small quantities at prices quoted on large orders, and the occasional necessity of purchasing and processing materials virtually on speculation rather than on firm contracts of sale.

"Parts makers," says H. L. Horning, president of M. A. M. A., "have noted a growing tendency on the part of the buyers to expect that goods would be manufactured and held against releases, with no protection for the seller if the merchandise was not needed.

"Parts making by specialist manufacturers has reached a high state of development, essential not only to the progress, but to the very existence of the industry. Imposition of conditions damaging the stability of this business would create serious difficulties for parts buyers, and would have a harmful effect throughout the entire industry."

Following are the conditions advocated by the association to be followed by members and their customers:—

The Motor and Accessory Manufacturers Association believes that conditions of sale and delivery in the automotive industry should be such as to assure:—

To the Buyer

1. Quality products, guaranteed against faulty workmanship or materials, and conforming, when so agreed, to the specifications of the buyer.
2. Deliveries according to schedule.
3. Lowest possible prices commensurate with fair profit for the seller, this profit to make reasonable allowance for an overhead that considers stability of organization, engineering service when needed and research leading to improvement in processes and products.

To the Seller:—

1. Purchases which are definite as to quantity and date of delivery.
2. Orders in sufficient quantities and far enough in advance of delivery dates to permit economical purchase, processing and shipping of materials.
3. Sufficient notice of modification of orders to prevent loss as a result of purchase or fabrication of materials not required, or reimbursement if such losses occur.

In order to maintain equitable conditions the association believes that suppliers—

1. Should quote definite prices only on definite quantities for delivery within a stated period, prices to be adjusted if the stated quantities are not taken.
2. Should fix minimum quantities for production runs of specially designed products, with definitely stated higher prices if delivery schedule are so small as to necessitate shorter runs.
3. Should promise buyer price reduction in case of declining material costs only if customer agrees to like protection of supplies in case of rising material costs.
4. Should accept cancellation of orders only when such action is unavoidable and only upon reasonable reimbursement for losses resulting.
5. Should insist on releases or delivery schedules in ample time to permit economical purhasing, processing and shipping of materials and refuse to modify releases after work is in process.
6. Should adhere to terms definitely agreed upon in extension of credit or granting of discounts.

G. M. Stock Sales Show Leadership

New York, Sept. 15.—The position of General Motors stock as a leader on the New York Stock Exchange was demonstrated yesterday, when, out of a sales total of 2,719,200 shares traded, almost one-fourth represented General Motor stock.

The committee on securities fixed September 23 for delivery of certificates of the new $25 stock, now dealt in on a when-issued basis. The old stock will continue to be traded in until next Friday at 3 p. m. The committee also ruled that transactions in the old stock may be settled by the delivery either of certificates of stock of no-par value or the equivalent in certificates of stock of $25 par value (new).

Machine Tool Exhibitions to Open Monday in Detroit and Cleveland

(Continued from page 1)

ing and manufacturing subjects of these industries, so that the week spent at Detroit and Cleveland is sure to prove time spent profitably for all those attending.

The American Society for Steel Treating program, covering a morning and afternoon session each day from Monday to Friday, inclusive, comprises thirty-seven papers on every important phase of the society's subject.

It is noteworthy that the programs of the several societies have been so consolidated that any membership badge admits its wearer to any of the meetings. To further aid the visiting engineers, inspection trips by bus have been arranged for the following plants: Cadillac, Dodge, Detroit Seamless Steel Products, Ford Dearborn plant, laboratories and airport; Lincoln, Hudson, General Motors research laboratories, Detroit Seamless Steel Tubes Company, Victor-Peninsular Company, Chevrolet forge and axle plant, Fisher Body press room, Ford-Fordson River Rouge plant, American Brass Company, Packard, Parke Davis & Co., Michigan Malleable Iron Company, Studebaker.

Increase Is Shown In Rubber Imports

(Continued from page 1)

Coast ports amounted to 533 tons, as follows: Los Angeles, 448 tons; Portland, 60 tons, and San Francisco, 25 tons.

A comparison of rubber imports for August and the first eight months of this year with the same periods of last year is shown in the following tables, all of the figures in the association's report representing long tons.

	August, 1926	August, 1927
Plantations	24,431	31,195
Paras	640	986
Africans	175	29
Centrals	483	504
Guayule	240	345
Manicoba and Matto Grosso	....	9
	25,969	33,068

Total importations eight months ended August 31:—

	1926	1927
Plantations	254,945	280,363
Paras	8,515	11,830
Africans	2,172	1,434
Centrals	3,332	2,526
Guayule	2,793	2,492
Manicoba and Matto Grosso	26	30
	271,692	298,585

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GROUND FLOOR, 225x100 at 227-243 West 61st Street. Fireproof, exceptional light. Cross & Brown Company, 270 Madison Avenue, New York City. Tel. Caledonia 7000.

POSITION WANTED

AUTOMOBILE MAN available; sixteen years' experience; mechanical work and selling used cars and trucks. Box 126, Automotive Daily News, 1926 Broadway.

RANGE OF AUTOMOTIVE STOCKS

NEW YORK STOCK EXCHANGE

Previous, 1927 High	Previous, 1927 Low	Previous, 1927 Div.		Sales	High	Low	Close	Net Change
12	7½	....	Ajax Rubber	400	8⅞	8½	8½	— ¼
144¼	88	6	Allis-Chalmers	600	113½	113	113¼	+ 1
25	13	....	Am. Bosch Magneto	22,900	26½	25⅛	25½	+ 2
102⅝	100½	....	Am. Chain A	200	102½	102	102½	+ ½
10	4	....	Am.-La France	1,600	8	7⅞	8	+ ⅛
36⅝	21½	....	Briggs Mfg. Co	26,600	22½	21	21	— 1½
26¼	13	2.50	Chandler Motor pf.	1,000	22	22	22	+ ½
45	38	4	Chicago Yellow Cab	30	39¾	39¾	39¾	+ 1½
62⅝	38⅛	3	Chrysler Corp.	54,500	61½	60	61½	+ 1⅝
114⅜	102⅝	8	do pf	100	114	114	114	....
13¾	10¼	.80	Continental Motors	1,600	10¾	10½	10½	— ¼
27½	16¼	....	Dodge Bros. A	3,000	18¾	18¼	18½	— ½
85	66½	7	Dodge Bros. pf	1,000	69⅞	69¼	69⅞	— ⅛
29¾	24⅛	2	Eaton Axle & Spring	2,100	29⅞	28⅞	28⅞	— ¼
100	63½	6.50	Electric Auto-Lite	1,400	98	97⅛	97⅝	+ ¼
79½	63¼	6	Electric Stor. Battery	2,000	70¾	67⅞	70¾	+ 1⅝
13	5½	....	Emerson-Brant	100	5¼	5¼	5¼	— ¼
20	14⅞	....	Fisk Rubber	1,100	17⅞	17⅝	17¾	....
95	81	7	do 1st pf	700	94	94	94	....
59	29¼	3.50	Gabriel Snubber	26,800	48¾	41¼	43	— 5¼
12¼	6½	....	Gardner Motor	100	8½	8½	8½	....
254¼	145½	10	General Motors	188,500	263	255	262	+ 8⅞
127¾	113¼	....	do new	556,400	131¾	128⅞	131¾	+ 4
125	118½	7	do 7s pf	200	125	125	125	....
22	14⅛	....	Glidden Co.	1,800	16⅞	16⅝	16¾	— ¼
80¾	42¾	4	Goodrich Co.	3,600	78¼	75	75	— 2½
56½	48⅝	....	Goodyear T. & R. pf	200	52½	52¾	52¾	+ ¾
91½	48¼	5	Hudson Motor Car	27,500	86½	83½	86¼	— 2⅝
23⅝	17⅞	1.40	Hupp Motor Car	1,600	19¼	18⅞	19¼	— ⅛
22½	12⅞	....	Jordan Motor Car	3,000	19¾	19	19	— ½
30¾	9½	....	Kelly-Springfield	2,400	28⅞	27¾	27¾	— ⅞
91½	35	....	do 8s pf	200	86¼	85	86	— ¼
1	⅛	....	Keystone T. & R.	400	½	¾	½	+ ⅛
13⅞	7	....	Lee Rubber & Tire	2,600	13½	13¼	13¾	+ ¼
118¾	85¼	6	Mack Trucks	11,600	104¾	102¾	104¼	— ¾
53¼	27	3.50	Marlin Rockwell	1,700	46½	45½	45¾	— ⅜
24¾	16¾	2	Martin Parry	700	18½	18	18	— 2
36¾	23¾	2	Miller Rubber	300	27	26⅞	27	+ ⅛
38¾	24⅞	3.60	Moto Meter A	1,400	28⅞	28⅝	28⅞	— ⅜
27⅞	26¾	2	Motor Wheel Corp.	800	26⅞	26¾	26¾	— ⅛
67⅞	10	....	Mullins Body	3,400	66⅛	62½	64	— 2
43	20	....	Murray Body	1,000	24	23¾	24	+ ¼
93⅝	60¼	4.50	Nash Motors	22,100	93	92	92¼	+ ¼
5⅝	1⅞	....	Norwalk T. & R.	200	2½	2½	2½	— ⅛
17¼	11	....	Omnibus Corp.	1,000	12¼	12¾	12½	....
42⅞	32¾	2.90	Packard Motor Car	7,000	42¼	41½	41⅞	— ⅝
14½	7⅞	....	Paige-Detroit Motor	500	11⅞	11⅞	11⅞	....
32	20	....	Peerless Motor Car	1,400	23¾	22½	22½	— ½
23⅞	8⅝	....	Pierce-Arrow	800	11⅞	11½	11¾	+ ⅝
102½	42	....	do pf	100	47½	47½	47½	....
10¼	4	....	Reynolds Spring	13,100	9¾	9	9	— ⅛
28⅞	25½	....	Spicer Mfg. Co.	5,600	27⅞	27	27	— ½
70⅞	54¼	6	Stewart-Warner Speed.	6,800	67¾	65⅞	66	— ¾
54½	26¼	2	Stromberg Carburetor	400	33	32½	32½	— ⅝
63½	49	3	Studebaker Co.	38,400	62½	60⅝	61	— ⅝
142½	78	5	Timken Roller Bear.	5,200	126½	124⅝	125	— ⅛
67⅛	37¼	....	U. S. Rubber	4,400	54	52¾	53¾	+ ⅛
111⅞	85¾	8	do 1st pf	200	97⅞	97¾	97¾	....
58⅝	38	4	White Motors	7,000	45	43¼	43¾	— ½
24¾	16	....	Willys-Overland	7,200	17¼	17	17	— ⅛
40	23	....	Yellow Truck & Coach	18,400	35	34¼	34¼	— ¾
99⅝	83¾	7	do pf	400	94½	94⅜	94⅜	— ⅛

NEW YORK CURB MARKET

Sales		High	Low	Last	Net Chge.
300	Auburn Aut.	118	117	117½	+ 2½
100	Bohn Alum.	22	22	22	+ ½
200	Bullard M&T	43	40¼	43	+ 3½
1500	Durant Mot.	11⅝	11¼	11¼	— ¼
25	Firestone	159	159	159	—1
10	Ford Canad.	531	531	531	—4
100	Goodyear pf.	95⅝	95⅝	95⅝	— ⅛
20100	Johns-Manv	116¾	113½	116	+ 3¼
10	Miller R pf.	102	102	102	+ 2¼
1400	Reo Motor	22	21¾	21⅞	+ ⅛
1100	Reo M T cfs.	4¾	4½	4¾	+ ⅛
300	Seiberling R.	36½	36¼	36½	+ ¼
100	Stutz Motor.	14	14	14	+ ⅝
200	Timken D A	13	13	13	...

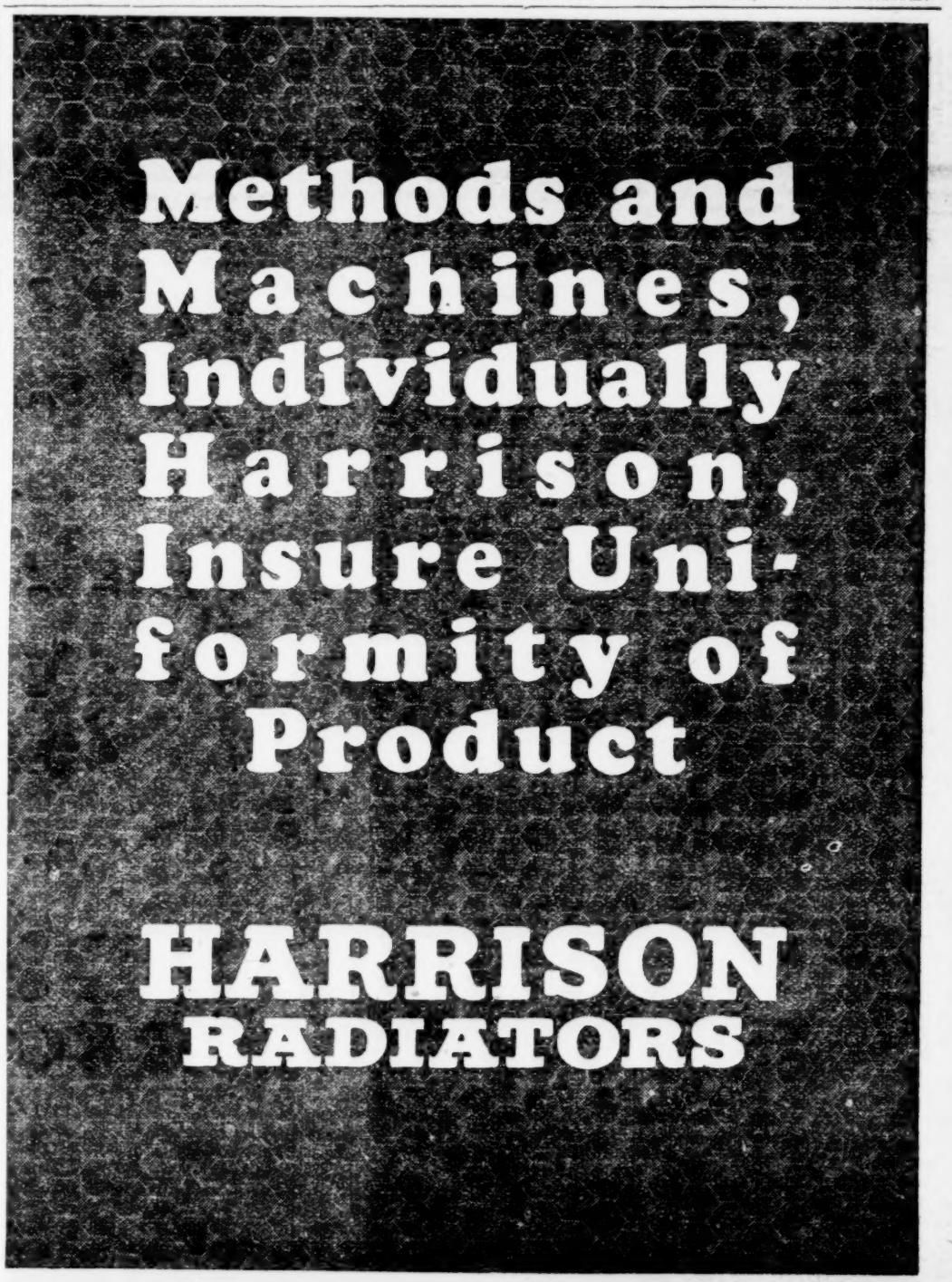
CHICAGO

Sales		High	Low	Last
2100	Auburn Auto	119¾	115¼	118
1400	Bendix Corp	55	53½	55
2600	Borg & Beck	73	71⅞	72½
225	Marvel Carburetor	49½	49	49½
135	McQuay Norris	20	20	20
600	Pines Winterfront.	53½	52¾	53
500	Reo Motor	22	22	22
3700	Stewart-Warner	67½	66⅛	66¼
50	Yates Machine	15¾	15¾	15¾
17	Yellow Truck B.	34¾	34¾	34¾
700	Yellow Taxi	39½	39	39¼

DETROIT

660	Bohn Alum	22	21⅞	21⅞
100	Detroit Motor Bus	5½	5½	5½
50	Ford of Canada	533	531	532
1225	Packard Motor	42¼	41⅝	41⅝
670	Reo Motor	22	21¾	21⅞
375	Timken D A	12¾	12¾	12¾

CLEVELAND

	Bid	Asked
Firestone	157	160
do 6s pf	106	107
do 7s pf	104	106
Miller Rubber pf	98	100
Seiberling Rubber	36½	37½
Stearns	5	7

(The above tables show Wednesday's automotive stock movements, complete.)